



Example of Specialist Sales Job Description

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Our growing company is looking to fill the role of specialist sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for specialist sales

- Communicate clearly the progress of monthly/quarterly/annual goals and initiatives to SO and internal team
- Ensures that SO is aware of all events, product and process updates
- Supports ongoing performance management of SO Portfolio
- Provides daily representative support for questions, SO escalations, system support
- Be the face for our partners
- Execute business programs at territory level and monitor progress
- Manage existing distribution network and develop professional jobber network
- Collect end user information for database update by each market segment, and feedback competitor's information & activities
- Well plan & conduct refinish training programs at all levels in territor
- Execute business programs at territory level and monitor progress. Manage existing distribution network and develop professional jobber network

Qualifications for specialist sales

- Self-starter with an ability to deliver on targets without constant supervision
- A positive attitude and professional demeanor is essential, along with the flexibility to work in a rapidly changing and fast paced environment
- Understands the role of IT within area of specialization and how companies

- BS/MS Degree or Equivalent in major related field
- Minimum of 3 to 5 year sales experience in a diagnostics field in an international organization
- Ability to manage key sales accounts within product range or assigned district, pursue prospects promote products and offer solutions and achieve sales targets